



KUKA reports rising demand after slump due to coronavirus: significant recovery in the first quarter

- **29.2% year-on-year increase in orders received.**
- **Sales revenues 15.5% higher than in Q1/2020.**
- **Positive EBIT and growth with book-to-bill ratio of 1.23.**
- **Strong growth in China and the USA.**
- **Largest KUKA development project presented: new operating system iiQKA.OS for simple operation and easier access to robotics.**
- **KUKA CEO Peter Mohnen: “COVID-19 caused a significant slump in a market that was already difficult. The figures show: Our measures are taking effect. Customers are now investing more heavily in automation once again.”**

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Augsburg, April 29, 2021 – Automation specialist KUKA closed the first quarter with significant growth in all business segments. Despite the ongoing dynamic situation of the coronavirus pandemic, many customers went ahead with projects that had been postponed.

“After the massive declines of 2020, the signs are now pointing to growth despite the lockdown and the third wave. Our measures are taking effect and customers are once again investing more heavily in automation. There will be a stronger focus on the areas of robotics and automation in the medium term,” said Peter Mohnen, CEO of KUKA Group. “We have used the past few months to optimize and expand our portfolio. We are now benefiting from this and supporting our customers with sustainable technologies and the right solutions.”

At €890.5 million, the Group recorded a 29.2% greater volume of **orders received** in the first quarter than in the same period last year (Q1/20: €689.0 million).



The **book-to-bill ratio** rose to 1.23, indicating good capacity utilization and growth. Orders increased particularly strongly in the Systems business segment, rising by 141% to €278.6 million. The recovery from a low level was due in particular to considerable growth in the automotive business in the USA. Conditions remain difficult, however, in the European market. The business segment Systems is primarily active in automotive systems engineering.

At €721.6 million, **sales revenues** were 15.5% higher than in the prior-year quarter. Particularly in China, sales increased massively to €110.3 million between January and March 2021, up 122.9% year on year. The business segment was hit particularly hard by the coronavirus pandemic and the associated restrictions in the first three months of last year.

Group **earnings before interest and taxes (EBIT)** improved to €8.2 million (Q1/20: -€34.2 million); the **EBIT margin** rose accordingly to 1.1% (Q1/20: -5.5%). At €18.1 million, **free cash flow** in the past quarter was at its highest since 2014 (Q1/20: -€12.8 million). The improved business situation is also having an impact on the job cuts at the Augsburg headquarters, which are now lower than originally planned.

“It will take time for the markets to recover fully and return to the levels they were at prior to COVID-19 and before cyclical downturns. Nevertheless, despite uncertainties due to COVID-19, we are expecting positive net income for the year,” said Peter Mohnen. “We responded early with the right measures and have also improved our cost structure. This is having a positive impact on our earnings. Furthermore, despite difficult economic conditions, we are also able to invest in new developments such as our new operating system.”

In the first quarter, KUKA presented the first elements of the new **operating system iiQKA.OS**. It enables simple robot operation and intuitive handling of automation solutions. In the long term, every KUKA product is to be equipped with the new operating system, making it easier for existing customers and newcomers to access robotics.

The operating system will form the basis of an entire ecosystem, which will be providing access to programs, apps, or services. It will be easy to install, operate and expand. This will facilitate automation in industries and applications in which, until now, there have been few robots.

You can download the complete report for the first quarter of 2021 here.



KUKA Group

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	689.0	890.5	29.2
Sales Revenues	624.6	721.6	15.5
Book-to-bill ratio	1.10	1.23	-
EBIT	-34.2	8.2	> 100
EBIT margin in %	-5.5	1.1	-

Systems

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	115.5	278.6	> 100
Sales Revenues	173.2	225.9	30.4
Book-to-bill ratio	0.67	1.23	-
EBIT	-8.3	11.5	> 100
EBIT margin in %	-4.8	5.1	-

Robotics

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	269.8	303.4	12.4
Sales Revenues	221.1	227.3	2.8
Book-to-bill ratio	1.22	1.33	-
EBIT	-3.9	5.0	> 100
EBIT margin in %	-1.8	2.2	-

Swisslog

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	150.4	152.3	1.3
Sales Revenues	147.3	143.3	-2.7
Book-to-bill ratio	1.02	1.06	-
EBIT	3.2	2.4	-26.4
EBIT margin in %	2.2	1.6	-



Swisslog Healthcare

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	47.2	58.7	24.4
Sales Revenues	55.8	47.9	-14.3
Book-to-bill ratio	0.85	1.23	-
EBIT	0.4	0.5	21.4
EBIT margin in %	0.7	1.0	-

China

	Q1/2020	Q1/2021	Change in %
in € millions			
Orders received	139.9	156.0	11.5
Sales Revenues	49.5	110.3	> 100
Book-to-bill ratio	2.83	1.41	-
EBIT	-5.3	-1.8	64.8
EBIT margin in %	-10.7	-1.7	-

KUKA

KUKA is a global automation corporation with sales of around 2.6 billion euro and roughly 14,000 employees. The company is headquartered in Augsburg, Germany. As one of the world's leading suppliers of intelligent automation solutions, KUKA offers customers everything they need from a single source: from robots and cells to fully automated systems and their networking in markets such as automotive, electronics, metal & plastic, consumer goods, e-commerce/retail and healthcare. (As at December 31, 2020)